

NEWS RELEASE



DIRECTV, INC. LAUNCHES PROGRAM TO SERVE MULTIPLE-FAMILY DWELLING UNIT MARKET

25 Million Homes Potentially Served

LOS ANGELES, August 8, 1996 - In keeping with its leadership position, DIRECTV, Inc. announced today that it is launching a new program to deliver its DIRECTV® direct broadcast satellite (DBS) service to the multiple-family dwelling unit (MDU) marketplace. The MDU market represents approximately 25 million homes.

For the first time, DIRECTV will offer a full range of programming packages to the MDU market, which is comprised of apartment buildings, townhomes and condominiums.

To support its entry into the MDU market, DIRECTV will develop and establish a nationwide network of qualified independent system operators to construct the MDU DSS® infrastructure and facilitate the sale, installation and maintenance of DSS systems. DIRECTV, Inc. is already in discussion with numerous operators across the country and expects to sign contracts within the next two months.

"Until now, most MDU residents could not receive DIRECTV programming, however, this landmark initiative will soon enable families and individuals that reside in apartment buildings, townhomes and condominiums to receive the same DIRECTV programming that more than 1.7 million single family homeowners enjoy," said Jim Ramo, executive vice president of

MORE....

2-2-2-2-2

DIRECTV ENTERS MDU MARKET

DIRECTV. "We continually receive requests from MDU residents for access to DIRECTV programming – with its more than 175 channels – and wide array of digital quality programming, including many channels and sports packages not available on cable. Until now, there was not a comprehensive MDU program for property owners and managers to support the wiring and delivery of DIRECTV service."

The DIRECTV MDU program was developed in conjunction with Sony Electronics and Thomson Consumer Electronics. Programming from U.S. Satellite Broadcasting™ (USSB®) will also be available and commissionable to the system operators. MDU residents will require a digital DSS receiver linked to a common satellite dish. They may choose from the Sony-brand or RCA-brand DSS systems or other licensed DSS manufacturers.

Individual property owners and companies interested in receiving more information on the DIRECTV MDU program may call 1-800-383-4388.

DIRECTV and DSS are official trademarks of DIRECTV, Inc., a unit of Hughes Electronics Corporation. The earnings of Hughes Electronics are used to calculate the earnings per share attributable to GMH (NYSE symbol) common stock. Visit DIRECTV on the World Wide Web at <http://www.directv.com>.

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For more information, please contact:

DIRECTV, Inc.

Bob Marsocci

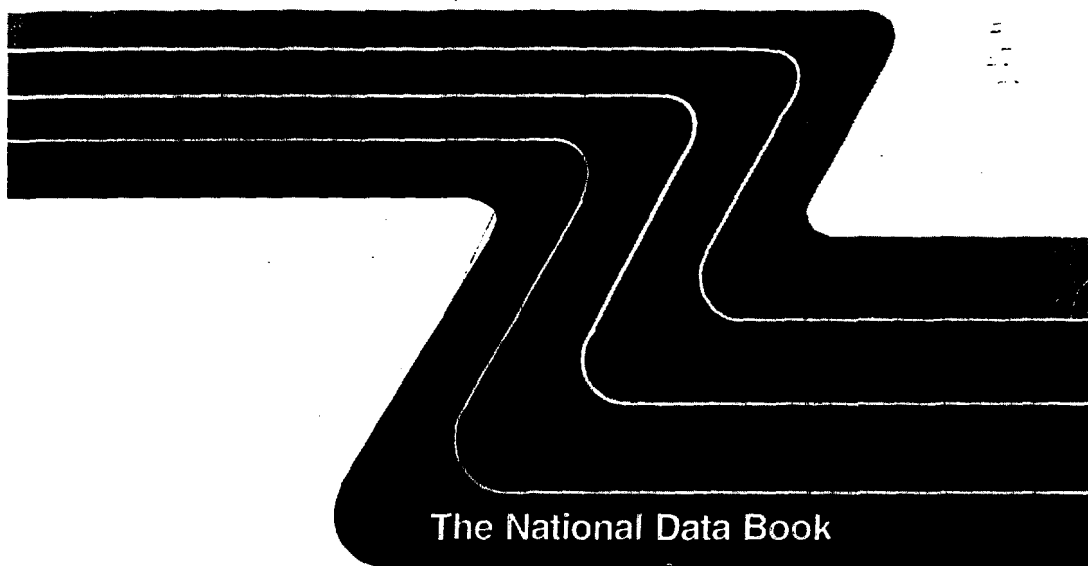
Senior Manager, Communications

(310) 726-4656

Editors' Note: Sony MDU information may be obtained by interested individuals and companies by faxing a request to 1-800-853-SONY. Thomson Consumer Electronics MDU information may be obtained by calling 1-800-377-3399.

115th Edition

Statistical Abstract of the United States 1995



Issued September 1995



U.S. Department of Commerce
Ronald H. Brown, Secretary
David J. Barram, Deputy Secretary
Economics and Statistics Administration
Everett M. Ehrlich, Under Secretary for Economic Affairs
BUREAU OF THE CENSUS
Martha Farnsworth Riche, Director

No. 1230. Housing Units—Summary of Characteristics and Equipment, by Tenure and Region: 1993

[In thousands of units, except as indicated. Based on the American Housing Survey; see Appendix III. For composition of regions, see table 27]

ITEM	Total housing units	Seasonal	YEAR-ROUND UNITS								Vacant
			Occupied								
			Total	Owner	Renter	North-east	Mid-west	South	West		
Total units	106,611	3,088	94,724	61,252	33,472	18,906	23,031	32,936	19,850	8,799	
Percent distribution	100.0	2.9	88.9	57.5	31.4	17.7	21.6	30.9	18.6	8.3	
Units in structure:											
Single family detached	64,283	1,808	58,918	50,490	8,428	9,749	15,411	21,668	12,091	3,557	
Single family attached	6,079	114	5,375	2,824	2,550	1,535	970	1,779	1,091	591	
2 to 4 units	10,732	127	9,279	1,774	7,505	3,099	2,353	2,073	1,754	1,327	
5 to 9 units	5,521	76	4,724	409	4,315	923	1,054	1,605	1,142	721	
10 to 19 units	5,025	102	4,190	359	3,831	735	846	1,597	1,011	733	
20 to 49 units	3,826	107	3,154	335	2,819	886	611	755	902	566	
50 or more units	4,072	93	3,429	579	2,850	1,432	676	692	628	551	
Mobile home or trailer	7,072	663	5,655	4,482	1,173	547	1,110	2,766	1,232	754	
Stories in structure: ¹											
One story	2,807	32	2,424	266	2,158	82	387	1,156	799	350	
2 stories	10,742	173	9,101	976	8,125	1,009	1,328	3,627	3,137	1,469	
3 stories	8,373	166	7,137	1,204	5,934	2,432	2,564	1,204	937	1,070	
4 to 6 stories	4,543	61	3,829	595	3,234	2,125	895	407	402	652	
7 or more stories	2,721	72	2,294	420	1,873	1,429	366	330	169	356	
Foundation: ²											
Full or partial basement	31,516	344	29,910	26,280	3,630	9,662	12,478	4,902	2,869	1,262	
Crawlspace	18,774	761	16,564	13,026	3,538	625	2,218	8,946	4,775	1,449	
Concrete slab	18,453	498	16,697	13,196	3,501	894	1,492	8,982	5,329	1,257	
Other	1,619	319	1,121	811	310	102	193	618	208	179	
Year structure built: ³											
1939 and earlier	22,676	502	19,886	11,290	8,596	7,357	6,406	3,766	2,358	2,290	
1940 to 1949	8,529	252	7,539	4,696	2,843	1,635	1,791	2,554	1,559	737	
1950 to 1959	13,633	406	12,360	8,855	3,505	2,521	3,212	3,959	2,667	867	
1960 to 1969	16,070	538	14,405	9,482	4,923	2,421	3,389	5,266	3,329	1,127	
1970 to 1979	23,474	859	20,818	13,290	7,528	2,629	4,622	8,475	5,092	1,797	
1980 or later	22,228	532	19,716	13,637	6,079	2,342	3,612	8,916	4,846	1,979	
Median year	1965	1967	1965	1966	1964	1952	1960	1971	1970	1964	
Main heating equipment:											
Warm-air furnace	55,763	818	51,248	36,603	14,645	6,525	17,074	16,918	10,730	3,697	
Electric heat pump	9,697	348	8,422	6,078	2,344	422	593	6,190	1,218	927	
Steam or hot water system	14,896	75	13,657	7,338	6,320	9,548	2,549	830	729	1,164	
Floor, wall, or pipeless furnace	5,625	214	4,746	2,070	2,676	184	435	1,533	2,594	665	
Built-in electric units	8,084	460	6,722	2,891	3,831	1,325	1,327	1,934	2,136	903	
Room heaters with flue	2,163	168	1,766	984	782	249	219	965	333	229	
Room heaters without flue	1,893	53	1,597	919	677	42	52	1,422	81	244	
Stoves	3,477	354	2,831	2,091	740	412	425	1,298	697	292	
Fireplaces	1,076	138	884	740	143	36	97	419	332	54	
None	1,644	361	911	366	545	38	46	355	472	372	
Portable elec. heaters	833	61	682	330	352	4	14	431	233	90	
Other	1,459	38	1,257	840	417	121	200	641	295	163	
Air conditioning:											
Central	46,277	762	42,183	30,560	11,622	3,397	10,430	21,764	6,592	3,332	
Percent of total units	43.4	24.7	44.5	49.9	34.7	18.0	45.3	66.1	33.2	37.9	
One or more room units	27,968	434	26,090	15,620	10,470	8,251	6,540	8,543	2,756	1,444	
Source of water:											
Public system or private company	90,327	1,659	81,028	50,064	30,963	15,990	19,110	28,007	17,921	7,640	
Percent of total units	84.7	53.7	85.5	81.7	92.5	84.6	83.0	85.0	90.3	86.8	
Well serving 1 to 5 units	13,880	936	11,967	10,140	1,826	2,698	3,674	4,396	1,198	978	
Other	2,404	494	1,730	1,047	683	218	247	534	732	181	
Means of sewage disposal:											
Public sewer	80,830	1,226	72,797	42,722	30,075	14,684	18,088	23,175	16,849	6,807	
Percent of total units	75.8	39.7	76.9	69.7	89.9	77.7	78.5	70.4	84.9	77.4	
Septic tank, cesspool, chemical toilet	25,221	1,550	21,807	18,444	3,362	4,214	4,927	9,672	2,994	1,864	
Other	559	312	121	85	35	8	16	90	7	127	

¹ Limited to multiunit structures. ² Limited to single-family units. ³ For mobile home, oldest category is 1939 or earlier.

Source: U.S. Bureau of the Census, *Current Housing Reports*, series H-150/93, American Housing Survey in the United States.

No. 1231. Occupied Housing Units—Housing Value and Gross Rent, by Region: 1993

[Based on the American Housing Survey; see Appendix III. For composition of regions, see table 27]

CATEGORY	NUMBER (1,000)					PERCENT DISTRIBUTION				
	Total units	North-east	Midwest	South	West	Total units	North-east	Midwest	South	West
VALUE										
Owner occupied units.	61,252	11,751	15,617	21,841	12,043	100.0	100.0	100.0	100.0	100.0
Less than \$10,000.	1,856	192	445	969	251	3.0	1.6	2.8	4.4	2.1
\$10,000 to \$19,999	2,391	282	704	1,102	303	3.9	2.4	4.5	5.0	2.5
\$20,000 to \$29,999	2,685	348	810	1,236	292	4.4	3.0	5.2	5.7	2.4
\$30,000 to \$39,999	3,353	355	1,173	1,613	212	5.5	3.0	7.5	7.4	1.8
\$40,000 to \$49,999	4,148	394	1,517	1,895	342	6.8	3.4	9.7	8.7	2.8
\$50,000 to \$59,999	4,101	471	1,331	1,915	384	6.7	4.0	8.5	8.8	3.2
\$60,000 to \$69,999	4,802	590	1,564	2,117	532	7.8	5.0	10.0	9.7	4.4
\$70,000 to \$79,999	4,666	730	1,393	1,971	572	7.6	6.2	8.9	9.0	4.7
\$80,000 to \$99,999	8,034	1,582	2,256	2,840	1,356	13.1	13.5	14.4	13.0	11.3
\$100,000 to \$119,999	5,171	1,158	1,316	1,622	1,075	8.4	9.9	8.4	7.4	8.9
\$120,000 to \$149,999	5,922	1,586	1,253	1,619	1,463	9.7	13.5	8.0	7.4	12.1
\$150,000 to \$199,999	6,284	1,943	939	1,440	1,963	10.3	16.5	6.0	6.6	16.3
\$200,000 to \$249,999	2,999	899	405	551	1,144	4.9	7.7	2.6	2.5	9.5
\$250,000 to \$299,999	1,734	474	195	365	700	2.8	4.0	1.2	1.7	5.8
\$300,000 or more	3,104	748	315	586	1,455	5.1	6.4	2.0	2.7	12.1
Median value (dol.)	86,529	116,102	71,898	70,376	134,430	(X)	(X)	(X)	(X)	(X)
GROSS RENT										
Renter occupied units.	33,472	7,155	7,415	11,096	7,808	100.0	100.0	100.0	100.0	100.0
Less than \$100	551	82	165	242	63	1.6	1.1	2.2	2.2	0.8
\$100 to \$199	2,079	465	552	764	298	6.2	6.5	7.4	6.9	3.8
\$200 to \$249	1,424	258	426	530	210	4.3	3.6	5.7	4.8	2.7
\$250 to \$299	1,728	293	527	685	223	5.2	4.1	7.1	6.2	2.9
\$300 to \$349	2,071	335	616	758	363	6.2	4.7	8.3	6.8	4.6
\$350 to \$399	2,741	420	769	1,102	451	8.2	5.9	10.4	9.9	5.8
\$400 to \$449	2,850	453	833	1,048	516	8.5	6.3	11.2	9.4	6.6
\$450 to \$499	2,851	513	694	1,026	618	8.5	7.2	9.4	9.2	7.9
\$500 to \$599	4,817	1,084	1,040	1,499	1,194	14.4	15.2	14.0	13.5	15.3
\$600 to \$699	3,683	1,036	668	947	1,032	11.0	14.5	9.0	8.5	13.2
\$700 to \$799	2,382	678	287	607	810	7.1	9.5	3.9	5.5	10.4
\$800 to \$999	2,257	692	208	514	843	6.7	9.7	2.8	4.6	10.8
\$1,000 to \$1,249	971	251	72	201	447	2.9	3.5	1.0	1.8	5.7
\$1,250 to \$1,499	379	91	32	65	191	1.1	1.3	0.4	0.6	2.4
\$1,500 or more	275	95	14	46	120	0.8	1.3	0.2	0.4	1.5
No cash rent	2,414	408	514	1,062	430	7.2	5.7	6.9	9.6	5.5
Median gross rent (dol.)	487	551	424	445	579	(X)	(X)	(X)	(X)	(X)

X Not applicable.

Source: U.S. Bureau of the Census, *Current Housing Reports*, series H-150/93, American Housing Survey in the United States.

Recent Home Buyers—Public Housing—Office Vacancy Rates 741

No. 1237. Recent Home Buyers—General Characteristics: 1976 to 1994

[As of October. Based on a sample survey; subject to sampling variability]

ITEM	Unit	1976	1980	1985	1989	1990	1991	1992	1993	1994
Median purchase price ..	Dollars ..	43,340	68,714	90,400	129,800	131,200	134,300	141,000	141,900	145,400
First-time buyers	Dollars ..	37,670	61,450	75,100	105,200	106,000	118,700	122,400	121,100	125,000
Repeat buyers ¹	Dollars ..	50,090	75,750	106,200	144,700	149,400	152,500	158,000	159,600	163,500
Average monthly mortgage payment	Dollars ..	329	599	896	1,054	1,127	1,144	1,064	1,015	1,028
Percent of income	Percent. .	24.0	32.4	30.0	31.8	33.8	34.0	33.2	31.5	31.4
Percent buying—										
New houses	Percent. .	15.1	22.4	23.8	21.8	21.2	19.7	20.5	22.3	22.0
Existing houses	Percent. .	84.9	77.6	76.2	78.2	78.8	80.3	79.5	77.7	78.0
Single-family houses ..	Percent. .	88.8	82.4	87.0	84.8	83.8	85.3	85.0	84.2	83.9
Condominiums ²	Percent. .	11.2	17.6	10.6	13.5	13.1	11.5	13.1	12.8	12.1
For the first time	Percent. .	44.8	32.9	36.6	40.2	41.9	45.1	47.7	46.0	47.1
Average age:										
First-time buyers	Years ...	28.1	28.3	28.4	29.6	30.5	30.7	31.0	31.6	31.6
Repeat buyers ¹	Years ...	35.9	36.4	38.4	39.4	39.1	39.8	40.8	41.0	41.7
Downpayment/sales price	Percent. .	25.2	28.0	24.8	24.4	23.3	22.6	21.4	20.2	20.2
First-time buyers	Percent. .	18.0	20.5	11.4	15.8	15.7	14.7	14.3	14.0	13.7
Repeat buyers ¹	Percent. .	30.8	32.7	32.7	30.3	28.9	29.1	28.0	25.4	26.1

¹ Buyers who previously owned a home. ² Includes multiple-family houses.

Source: Chicago Title Insurance Company, Chicago, IL, *The Guarantor*, bimonthly (copyright).

No. 1225. Occupied Housing Units—Tenure, by Race of Householder: 1920 to 1993

[In thousands, except as indicated. As of April 1, except 1991, as of fall. Prior to 1960, excludes Alaska and Hawaii. Statistics on the number of occupied units are essentially comparable although identified by various terms. See also *Historical Statistics, Colonial Times to 1970*, series N 238-245]

RACE AND TENURE	1920	1930	1940	1950	1960	1970	1980	1990	1993
ALL RACES									
Occupied units, total	24,352	29,905	34,855	42,826	53,024	63,445	80,390	91,947	94,724
Owner occupied	11,114	14,280	15,196	23,560	32,797	39,886	51,795	59,025	61,252
Percent of occupied	45.6	47.8	43.6	55.0	61.9	62.9	64.4	64.2	64.7
Renter occupied	13,238	15,624	19,659	19,266	20,227	23,560	28,595	32,923	33,472
WHITE									
Occupied units, total	21,826	26,983	31,561	39,044	47,880	56,606	68,810	76,880	80,029
Owner occupied	10,511	13,544	14,418	22,241	30,823	37,005	46,671	52,433	54,878
Percent of occupied	48.2	50.2	45.7	57.0	64.4	65.4	67.8	68.2	68.6
Renter occupied	11,315	13,439	17,143	16,803	17,057	19,601	22,139	24,447	25,151
BLACK AND OTHER									
Occupied units, total	2,526	2,922	3,293	3,783	5,144	6,839	11,580	15,067	14,695
Owner occupied	603	737	778	1,319	1,974	2,881	5,124	6,592	6,374
Percent of occupied	23.9	25.2	23.6	34.9	38.4	42.1	44.2	43.8	43.4
Renter occupied	1,923	2,185	2,516	2,464	3,170	3,959	6,456	8,475	8,321

Source: U.S. Bureau of the Census, *Census of Housing: 1960*, vol. 1; 1970, vol. 1; 1980 *Census of Housing*, vol. 1, chapter A (HC80-1-A); and 1990 *Census of Housing, General Housing Characteristics*, series CH-90-1; 1993 data, *Current Housing Reports*, series H150/93, American Housing Survey in the United States.

c

07/31/86 14:40

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CONG. TOWNS

0002/004

EDOLPHUS "ED" TOWNS

MEMBER OF CONGRESS
10TH DISTRICT, NEW YORK

ENERGY AND COMMERCE
HEALTH AND THE ENVIRONMENT
COMMERCIAL CONSUMER PROTECTION
AND COMPETITIVENESS

GOVERNMENT OPERATIONS
ENVIRONMENT, ENERGY AND
NATURAL RESOURCES

MANAGEMENT
HUMAN RESOURCES AND
INTERGOVERNMENTAL RELATIONS

Congress of the United States
House of Representatives
Washington, DC 20515-3210
July 30, 1986

WASHINGTON OFFICE
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(202) 225-5535

BROOKLYN OFFICE
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Brooklyn, NY 11201-2882
(718) 397-6988
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Brooklyn, NY 11241
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The Honorable Reed E. Hundt
Chairman, Federal Communications Commission
1919 M Street, N.W.
Washington, D.C. 20554

RE: IB Docket No. 85-59
Presumption of Local Zoning Regulation of Satellite Earth
Stations

Dear Chairman Hundt:

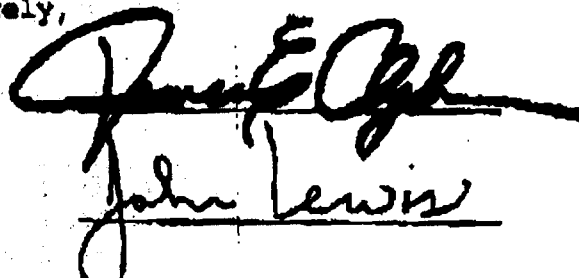
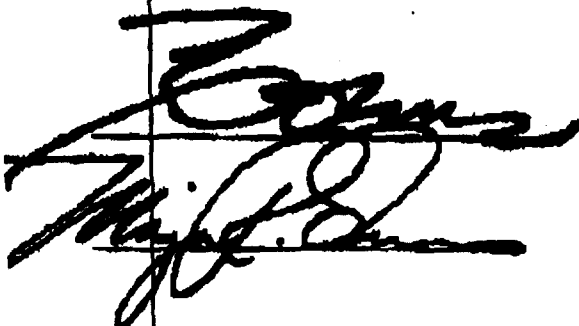
As members of the Congressional Black Caucus (CBC), we are writing to urge the Commission to implement Section 207 of the Telecommunications Act of 1986 with strong and unequivocal rules that will provide all Americans with the access to video programming services. It is our understanding that the commission is considering a proposal that would deny access to the millions of Americans that cannot afford to own their own homes. Such a proposal would create the ultimate "have" and "have not" situation by denying many American families access to important communications services based on their economic status. It would amount to government-sanctioned redlining in many low-income neighborhoods.

Congress enacted Section 207 to prohibit restrictions that impair a viewer's ability to use antennas to receive Direct Broadcast Satellite (DBS) services, over-the-air broadcasts, and wireless cable. Nothing in Section 207 or the legislative history of the Telecommunications Act makes any distinctions with regard to whether a viewer is a homeowner or not and Congress certainly did not intend for the Commission to create such a spurious and discriminatory judgement when it implements the statute.

We urge the Commission to reject this proposal and to preempt all private restrictions that deny a viewer's access to these services. That is the only way to fulfill Congress' intent to promote a policy of diversity and choice for consumers and competition in the video services marketplace.

Thank you for your consideration.

Sincerely,



07/31/98

18:40

0202 225 1818

CORG. TOWNS

202

91703243748916

003/004

Shirley Jackson
Donald Wayne
John [unclear]
[unclear]
Alex. [unclear]

Earl F. Hilliard
Billy [unclear]
Bobby [unclear]
Chad [unclear]
Donald V. [unclear]

cc: Hon. James H. Quello
Hon. Rachelle B. Chong
Hon. Susan Nease

14:41

7021 : 7-31-88 : 4:22PM :

202 228 1018

CONG. TOWNS

202-

817032437488:*

0006/006

Congressional Black Caucus Signatories

Honorable:

Edolphus Towns (NY)
Major Owens (NY)
Shalla Jackson Lee (TX)
Donald Payne (NJ)
Sennie Thompson (MS)
William Jefferson (LA)
Alcee Hastings (FL)

James Clyburn (SC)
John Lewis (GA)
Earl Hilliard (AL)
Bobby Rush (IL)
Bobby Scott (VA)
Chaka Fattah (PA)
Ronald Dellums (CA)

D

DECLARATION OF LAWRENCE N. CHAPMAN

1. I, Lawrence N. Chapman, am the Senior Vice President for Special Markets and Distribution for DIRECTV, Inc. My responsibilities include marketing DIRECTV's satellite programming services to residents and owners of multiple dwelling units ("MDUs"), a term that includes apartment buildings, condominiums, and townhome developments.
2. The DIRECTV service may be provided to the MDU complex in the same manner as the standard direct-to-home programming, except that a larger dish (24"-30", rather than the standard 18") is placed in a central location and a longer wire is used for the distribution of the signal to the viewer's integrated receiver/decoder ("IRD") (also known as a "set-top box"). Concurrently, multiple residents can be served from the same wire. Only one satellite dish is required to service a single building. Attached hereto as Exhibit 1 is a diagram of the MDU distribution system produced by Sony Corporation, a maker of DSS satellite dishes used to receive DIRECTV's signal.
3. Video distribution systems within MDUs range from the rudimentary (twin-lead MATV systems) to state-of-the-art broadband communications delivery systems. Some complexes have no actual "operator," while others have fully-staffed installation and sales companies that provide all activities on an independent provider basis.
4. While DIRECTV has no problem competing with cable television providers on the basis of programming, exclusive contracts between incumbent cable television operators and MDU owners are significant barriers to entry into the MDU market. These exclusive contracts typically prohibit the landlord/owner from allowing the MDU residents to receive any other multichannel video programming distribution ("MVPD") service. In DIRECTV's experience, the landlord/owner(s) have often been forced into the "exclusive" nature of these agreements because the cable TV company had been awarded an exclusive franchise and the landlord/owner(s) had no other choice if they wished to provide an MVPD service to one or more residents of the MDU.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on this ____ day of September, 1996 at _____.

SIGNED ORIGINAL TO BE SUBMITTED

Lawrence N. Chapman
Senior Vice President
Special Markets and Distribution
DIRECTV, Inc.



MIDU SOLUTION

